

CONTRACT



KAYU
4600 S Regal St
Spokane, WA 99223
(509)448-2828

www.kayutv.com

And:

Sandler & Innocenzi
705 Prince Street
Alexandria, VA 22314

<u>Contract / Revision</u> 65577 / 3		<u>Alt Order #</u> 25281195
<u>Product</u> General		
<u>Contract Dates</u> 09/12/16 - 11/06/16		<u>Estimate #</u> 140
<u>Advertiser</u> Mike Crapo for US Senator-ID		<u>Original Date / Revision</u> 08/30/16 / 09/23/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KAYU	<u>Account Executive</u> Kara Erickson	<u>Sales Office</u> Political Revenue
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
		<u>Total Ratings</u> 194.40
<u>IDB#</u>	<u>Advertiser Code</u> 55	<u>Product Code</u> 106
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 7-730a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	0.40			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	0.40			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	0.40			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	0.40			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	0.40			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	0.40			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
2	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 730-8a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	0.40			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	0.40			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	0.40			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	0.40			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	0.40			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	0.40			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
3	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 8-830a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	0.40			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	0.40			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	0.40			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	0.40			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	0.40			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	0.40			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
4	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 830-9a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	0.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Non-Discrimination Policy: [Licensee] and its station(s) do not discriminate in advertising contracts on the basis of race or ethnicity, and will not accept any advertising which is intended to discriminate on the basis of race or ethnicity. Advertiser represents and warrants that it is not purchasing advertising time from [Licensee] or its station(s) that is intended to discriminate on the basis of race or ethnicity.



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Contract / Revision		Alt Order #
65577 / 3		25281195
Contract Dates		Product
09/12/16 - 11/06/16		General
Advertiser		Estimate #
Mike Crapo for US Senat		140
Original Date / Revision		
08/30/16 / 09/23/16		

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	0.00			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	0.00			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	0.00			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	0.00			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	0.00			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	0.00			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	0.00			
5	KAYU	09/12/16	11/04/16	M-F 9-10a	M-F 9-10a		:30				NM	24	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$10.00	0.30			
Week:		09/19/16	09/25/16	MTWTF--				3	\$10.00	0.30			
Week:		09/26/16	10/02/16	MTWTF--				3	\$10.00	0.30			
Week:		10/03/16	10/09/16	MTWTF--				3	\$10.00	0.30			
Week:		10/10/16	10/16/16	MTWTF--				3	\$10.00	0.30			
Week:		10/17/16	10/23/16	MTWTF--				3	\$10.00	0.30			
Week:		10/24/16	10/30/16	MTWTF--				3	\$10.00	0.30			
Week:		10/31/16	11/06/16	MTWTF--				3	\$10.00	0.30			
6	KAYU	09/12/16	11/04/16	M-F 11a-12p	M-F 11a-12p		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	1.00			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	1.00			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	1.00			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	1.00			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	1.00			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	1.00			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	1.00			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	1.00			
7	KAYU	09/12/16	11/04/16	M-F 7-730p	M-F 7-730p		:30				NM	16	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				2	\$200.00	3.00			
Week:		09/19/16	09/25/16	MTWTF--				2	\$200.00	3.00			
Week:		09/26/16	10/02/16	MTWTF--				2	\$200.00	3.00			
Week:		10/03/16	10/09/16	MTWTF--				2	\$200.00	3.00			
Week:		10/10/16	10/16/16	MTWTF--				2	\$200.00	3.00			
Week:		10/17/16	10/23/16	MTWTF--				2	\$200.00	3.00			
Week:		10/24/16	10/30/16	M--T---				2	\$200.00	3.00			
Week:		10/31/16	11/06/16	M--TF--				2	\$200.00	3.00			
E 8	KAYU	09/12/16	11/04/16	M-F 730-8p	M-F 730-8p		:30				NM	16	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				2	\$200.00	3.60			
Week:		09/19/16	09/25/16	MTWTF--				2	\$200.00	3.60			
Week:		09/26/16	10/02/16	MTWTF--				2	\$200.00	3.60			
Week:		10/03/16	10/09/16	MTWTF--				2	\$200.00	3.60			
Week:		10/10/16	10/16/16	MTWTF--				2	\$200.00	3.60			
Week:		10/17/16	10/23/16	MTWTF--				2	\$200.00	3.60			
Week:		10/24/16	10/30/16	M--T---				2	\$200.00	3.60			

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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
<hr/>													
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
	9	KAYU	10/24/16-10/30/16	M-F 730-8p	M-F 730-8p	M---Th-----	:30		\$200.00	3.60	NM		
	See MG 8.17,8.18												
	10	KAYU	10/24/16-10/30/16	M-F 730-8p	M-F 730-8p	M---Th-----	:30		\$200.00	3.60	NM		
	See MG 8.17,8.18												
	17	KAYU	10/24/16-10/30/16	Tue 9-930p	Tu/Wed/Fri 9-930p	Tu-----	:30		\$200.00	3.60	NM		
	Ⓜ MG for 8.9,8.10												
	18	KAYU	10/24/16-10/30/16	Wed 9-930p	Tu/Wed/Fri 9-930p	---W-----	:30		\$200.00	3.60	NM		
	Ⓜ MG for 8.9,8.10												
Week:		10/31/16	11/06/16	M--TF--				2	\$200.00	3.60			
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9	KAYU	09/12/16	11/04/16	M-F Late News	M-F Late News		:30				NM	16	\$2,680.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				2	\$170.00	1.80			
Week:		09/19/16	09/25/16	MTWTF--				2	\$170.00	1.80			
Week:		09/26/16	10/02/16	MTWTF--				2	\$170.00	1.80			
Week:		10/03/16	10/09/16	MTWTF--				2	\$170.00	1.80			
Week:		10/10/16	10/16/16	MTWTF--				2	\$170.00	1.80			
Week:		10/17/16	10/23/16	MTWTF--				2	\$170.00	1.80			
Week:		10/24/16	10/30/16	MTWTF--				2	\$170.00	1.80			
Week:		10/31/16	11/06/16	MTWTF--				2	\$170.00	1.80			
<hr/>													
10	KAYU	09/12/16	09/18/16	M-F 1:30-2p	M-F 1:30-2p		:30				NM	4	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				4	\$10.00	0.00			
<hr/>													
Totals										194.40		196	\$11,160.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/29/16 -09/25/16	52	\$2,790.00	(\$418.50)	\$2,371.50
09/26/16 -10/30/16	120	\$6,975.00	(\$1,046.25)	\$5,928.75
10/31/16 -11/04/16	24	\$1,395.00	(\$209.25)	\$1,185.75
Totals	196	\$11,160.00	(\$1,674.00)	\$9,486.00

Signature: _____ Date: _____

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